

**VIRGINIA REAL ESTATE BOARD
EDUCATION COMMITTEE
REPORT OF MEETING
December 3, 2003**

The Real Estate Board Education Committee met on Wednesday, December 3, 2003 at the Department of Professional and Occupational Regulation.

Real Estate Board Members present: S. Ronald Owens
 R. Schaefer Oglesby
 Sharon Parker Johnson

Staff Members present: Marion Cooper, Education Administrator
 Betty Jones, Administrative Assistant

The meeting was called to order at 4:06 p.m.

The following actions were taken:

A. One (1) proprietary school application was approved.

1. SBB Law Real Estate School, 4248 Chain Bridge Road,
 Suite B, Fairfax, VA 22030, Contact: Sadie Banks Brown

B. Ninety-six (96) continuing education course applications were approved. (These credits were assigned on both current basis and July 1, 2004 basis.)

Thirty-three (33) were previously approved courses offered by approved schools.

1. 13197 Lawsuits: Watch Your E & O Go, 1 hour fair housing, 1 hour legal update, 2 hours real estate related, Moseley-Flint
2. 13998 Real Estate Update (CRP), 1 hour fair housing, 1 hour ethics, 3 hours legal update, 3 hours real estate related, Moseley-Flint
3. 51891 Virginia 8-Hour Continuing Education Renewal Package(CRP), 2 hours fair housing, 1 hour real estate law, 1 hour ethics, and 4 hours real estate related, Long & Foster
4. 04298 Certified Sales Professional, 6 hours real estate related, Richmond Association of Realtors
5. 06198 Professional Ethics, 2 hours ethics, Richmond Association of Realtors
6. 06298 Welcoming Cultural Diversity, 4 hours real estate related, Richmond Association of Realtors

7. 06398 Mediation and the Real Estate Profession, 3 hours real estate related, Richmond Association of Realtors
8. 08198 Mortgage Insurance Options, 2 hours real estate related, Richmond Association of Realtors
9. 08298 Pre-qualifying: Asking the Right Questions, 2 hours real estate related, Richmond Association of Realtors
10. 08398 Rehab Financing, 2 hours real estate related, Richmond Association of Realtors
11. 08498 8 Hour Continuing Education, 1 hour fair housing, 2 hours ethics, 3 hours real estate law, 2 hours real estate related, Richmond Association of Realtors
12. 08598 Ethics and Standards of Conduct, 2 hours ethics, Richmond Association of Realtors
13. 08698 Fair Housing & R E Laws & Regulations, 1 hour fair housing, 1 hour real estate law, Richmond Association of Realtors
14. 08798 4 Hour Risk Management, 2 hours real estate law, 2 hours real estate related, Richmond Association of Realtors
15. 08898 4 HR FH, RE Laws & Regs & Ethics & Stds of Conduct, 1 hour fair housing, 2 hours ethics, 1 hour real estate law, Richmond Association of Realtors
16. 10296 Americans with Disabilities Act/RE Laws & Regs Update, 1 hour real estate related, 1 hour law, Richmond Association of Realtors
17. 11898 Property Management, 2 hours real estate related, Richmond Association of Realtors
18. 11998 VA Residential Landlord Tenant Act, 2 hours real estate related, Richmond Association of Realtors
19. 12098 Ethics, Standards of Conduct & R E Laws & Regulations, 1 hour ethics, 1 hour real estate law, Richmond Association of Realtors
20. 14198 Accredited Buyers Representative (ABR), 2 hours fair housing, 1 hour ethics, 1 hour real estate law, 4 hours real estate related, Richmond Association of Realtors
21. 21398 8 Hour Continuing Education Correspondence Course, 1 hour fair housing, 2 hours ethics, 4 hours real estate law, 1 hour real estate related, Richmond Association of Realtors

22. 51903 Real Estate and Taxes What Every Agent Should Know (CRP), 4 hours real estate related, Alpha College of Real Estate
23. 51904 Risk Management (CRP), 4 hours real estate related, Alpha College of Real Estate
24. 51905 Introduction to Commercial Real Estate Sales (CRP), 4 real estate related, Alpha College of Real Estate
25. 51906 Environmental Issues in Your Real Estate Practice (CRP), 4 hours real estate related, Alpha College of Real Estate
26. 51907 Red Flags Property Inspection Guide (CRP), 4 hours real estate related, Alpha College of Real Estate
27. 51908 Property Management and Managing Risk (CRP), 4 hours real estate related, Alpha College of Real Estate
28. 51909 Ethics and Real Estate (CRP), 6 hours ethics, Alpha College of Real Estate
29. 51910 Virginia 8 Hour Renewal Package (CRP), 2 hours fair housing, 1 hour ethics, 1 hour real estate law, 4 hours real estate related, Alpha College of Real Estate
30. 01098 Write It Tight and Use the Forms Right, 3 hours real estate related, Moseley-Dickinson Academy of Real Estate
31. 04698 RI 407: Managing Risk, 2 hours fair housing, 2 hours legal updates, 3 hours real estate related, Virginia Association of Realtors
32. 04798 RI 411: From Contract to Closing, 6 hours real estate related, Virginia Association of Realtors
33. 00798 Fair Housing & Legal Updates, 2 hours fair housing, Moseley-Dickinson Academy of Real Estate

Nineteen (19) were re-evaluations of previously approved courses offered by approved schools.

1. 51863 2 Hours Fair Housing Correspondence and Internet Course, 3 hours fair housing, Alpha College of Real Estate
2. 22499 Legal Update, 2 hours legal update, Virginia Association of Realtors

3. 25699 Understanding Virginia's Agency Law, 3 hours agency, 1 hour real estate related, Virginia Association of Realtors
4. 10600 Handling Multiple Offers in a Tight Market, 2 hours contracts, Virginia Association of Realtors
5. 21500 Understanding Virginia's Agency Law, 2 hours agency, Virginia Association of Realtors
6. 21600 Understanding Virginia's Agency Law, 3 hours agency, Virginia Association of Realtors
7. 21800 Procuring Cause, 2 hours legal updates, Virginia Association of Realtors
8. 21900 Procuring Cause: Law & Ethics, 1 hour ethics, 2 hours legal updates, Virginia Association of Realtors
9. 20601 A New Day for Buyer Agents, 2 hours agency, Virginia Association of Realtors
10. 05202 Writing Effective Contracts, 2 hours contracts, Virginia Association of Realtors
11. 25502 The Real Estate Board's New Regulations: What You Need to Know, 1 hour legal updates, Virginia Association of Realtors
12. 20902 Top Deal Killers and How to Avoid Them, 1 hour contracts, Virginia Association of Realtors
13. 25402 Top Deal Killers and How to Avoid Them, 2 hours contracts, Virginia Association of Realtors
14. 51754 Legal Update, 1 hour legal updates, Virginia Association of Realtors
15. 51759 The Real Estate Board's New Regulations: What You Need to Know, 2 hours legal updates, Virginia Association of Realtors
16. 51762 Understanding Contracts and Contract Writing, 3 hours contracts, Virginia Association of Realtors
17. 18598 Buyer Agency, 1 hour agency, Moseley-Dickinson Academy of Real Estate
18. 04998 VA Residential Landlord & Tenant Act/F. H. Rev. 2 hours fair housing, 5 hours real estate related, Tidewater Builders Association
19. 09398 Fair Housing Seminar, 4 hours fair housing, Tidewater Builders Association

One (1) was a re-approval of a previously approved (expired) course offered by an approved school.

1. 018498 Good Ethics = Good Business, 2 hours ethics,
Moseley Dickinson Academy of Real Estate

Thirty-six (36) were original applications for courses offered by approved schools.

1. 51883 Follow the Money-Chase Manhattan Mortgage, 1 hour real estate related, Prince William Association of Realtors
2. 51884 HUD's Alphabet Soup, 1 hour fair housing, Prince William Association of Realtors
3. 51885 Staying in the Ethical Pathway-Quad. Ethics Requirement, 3 hours ethics, Prince William Association of Realtors
4. 51886 New Mandated VA CE Course, 2 hours fair housing, 2 hours law, 1 hour ethics, 1 hour contracts, 2 hours agency, Long & Foster
5. 51888 Night Court: Hanging 10 on the waves of change, 2 hours real estate related, Peninsula Real Estate School
6. 51889 Farm and Land Use, 2 hours fair housing, 5 legal updates, 1 real estate contracts, 8 real estate related subjects, Moseley Flint
7. 51890 Accredited Buyer Representative, 2 hours fair housing, 2 hours ethics & standards of conduct, 1 hour legal updates, 2 hours real estate agency, 1 hour real estate contracts, and 8 hours real estate related subjects, Moseley Flint
8. 51892 Standards and Beyond, 4 hours real estate related, Elliott & Company Appraisers
9. 51893 Ethics Fair Housing and Lawsuits, 2 hours fair housing, 1 hour ethics, 1 hour law, Moseley Flint
10. 51894 ADA Fair Housing (CRP), 3 hours fair housing, Americas Best
11. 51895 Home Inspection (CRP), 6 hours real estate related, Americas Best
12. 51896 Environmental Basics (CRP) 6 hours real estate related, Americas Best
13. 51897 Meth Madness (CRP), 3 hours real estate related, Americas Best

14. 51898 Pricing Property (CRP), 4 hours real estate related, Americas Best
15. 51899 Real Estate Ethics (CRP), 3 hours ethics, Americas Best
16. 51900 Real Estate Math (CRP), 6 hours real estate related, Americas Best
17. 51901 Contracts (CRP), 3 hours real estate contracts, Americas Best
18. 51902 Ethics and Standards of Conduct, 2 hours ethics, Moseley-Dickinson Academy of Real Estate
19. 51911 New 8 Hour Continuing Education Correspondence Course, 2 hours fair housing, 3 hours ethics, 1 hour legal updates, 1 hour real estate agency, 1 hour real estate contracts, Alpha College of Real Estate
20. 51912 New 16 Hour Continuing Education Correspondence Course, 3 hours fair housing, 3 hours ethics, 1 hour legal updates, 2 hours real estate agency, 1 hour real estate contracts, 6 hours real estate related, Alpha College of Real Estate
21. 51913 3 Hour Ethics Correspondence Course, 3 hours ethics, Alpha College of Real Estate
22. 51914 Commercial Real Estate: Listing Properties (CRP), 4 hours real estate related, Alpha College of Real Estate
23. 51915 Commercial Real Estate: Smart Marketing Practices (CRP), 4 hours real estate related, Alpha College of Real Estate
24. 51916 Understanding 1031 Exchange (CRP), 4 hours real estate related, Alpha College of Real Estate
25. 51917 Commercial Real Estate: Understanding Investment (CRP), 4 hours real estate related, Alpha College of Real Estate
26. 51918 The Truth About Mold (CRP), 4 hours real estate related, Alpha College of Real Estate
27. 51919 Understanding Contracts and Contract Writing, 2 hours contracts, Virginia Association of Realtors
28. 51920 RI 408: Tax and Investment Strategies for Real Estate, 7 hours real estate related, Virginia Association of Realtors
29. 51921 RI 412: Residential Construction and Selling New Homes, 4 hours real estate related, Virginia Association of Realtors

30. 51922 Do Not Call, 1 hour legal updates, Virginia Association of Realtors
31. 51923 Do Not Call, 2 hours legal updates, Virginia Association of Realtors
32. 51924 Virginia Residential Landlord and Tenant Act Seminar, 2 hours legal updates, Virginia Association Of Realtors
33. 51925 RI 402: Financing Alternatives, 7 hours real estate related, Virginia Association of Realtors
34. 51926 RI 401: Understanding Agency, 3 hours agency, 4 hours real estate related, Virginia Association of Realtors
35. 51927 RI 406: What Did I Agree To? 2 hours legal Updates, 2 hours contracts, 3 hours real estate related, Virginia Association of Realtors
36. 51928 RI 410: The Code of Ethics is Good Business, 3 hours ethics, 4 hours real estate related, Virginia Association of Realtors

One (1) was an original application for a course offered by a school whose application was pending.

1. Mold Science and Law in Real Estate, 4 hours real estate related, Law Offices of Sadie Banks Brown, P.C.

Six (6) were original applications for courses offered by approved schools for Post Licensure Education.

1. 51929 RI 402: Financing Alternatives, 3 hours of Elective Topics for Residential Real Estate
2. 51930 RI 401: Understanding Agency/Agency Law, 3 hours of Mandatory Topics for Residential Real Estate
3. 51931 RI 406: What Did I Agree To?/Offer to Purchase, 3 hours of Mandatory Topics for Residential Real Estate
4. 51933 RI 410: The Code of Ethics is Good Business/Ethics and Standards of Conduct/Current Industry Trends, 3 hours of Mandatory Topics for Residential Real Estate
5. 51934 RI 407: Managing Risk/Fair Housing, 3 hours of Mandatory Topics for Residential Real Estate
6. 51935 RI 411: From Contract To Closing/Selling Process, 3 hours of Elective Topics for Residential Real Estate

C. Two (2) previously approved pre-licensing courses offered by approved schools were approved.

1. Virginia Real Estate Principles (60 hours) - AAA School of Real Estate
2. Virginia Real Estate Principles Course (60 hours) **(CRP)** Alpha College of Real Estate

D. Three (3) were original pre-licensing courses offered by approved schools.

1. Real Estate Law Broker Pre-Licensing Correspondence/ Internet Course **(CRP)** (45 hours) Alpha College of Real Estate
2. Real Estate Appraisal Broker Pre-Licensing Correspondence/ Internet Course **(CRP)** (45 hours) Alpha College of Real Estate
3. Real Estate Finance Broker Pre-Licensing Correspondence/ Internet Course **(CRP)** (45 hours) Alpha College of Real Estate

E. Thirteen (13) pre-licensing instructor applications were approved.

1. Robert Allen Garrett - request to teach as expert
2. Peter Jung-Wook Rim - request to teach as expert
3. Lowell Charles Arwood
4. Kenneth Wayne Ayscue
5. Thomas W. Groves
6. Donald C. Lacy
7. Billy Wells
8. Andrew Thomas Wyman
9. Richard A. Malsbury
10. Douglas Kendall Wolfe
11. Dae Chul Kim - request to teach as expert - broker finance
12. Heecheol Kang - request to teach as expert
13. Dusic Kwak - request to teach as expert

F. Eleven (11) additional instructors were approved to teach a previously approved course.

1. Sean Everhart - Course 07700 - Contracts and Course 48801 - Law - Dulles Area Association of Realtors, Inc.
2. Gina Parello - Course 07700 - Contracts and Course 48801 - Law - Dulles Area Association of Realtors, Inc.
3. Kellye Clarke - Course 07700 - Contracts and Course 48801 - Law - Dulles Area Association of Realtors, Inc.
4. David Jackson - Course 07700 - Contracts and Course 48801 - Law - Dulles Area Association of Realtors, Inc.
5. Willard Saunders - Course 07700 - Contracts and Course 48801 - Law - Dulles Area Association of Realtors, Inc.

6. Karen Day - Course 07700 - Contracts and Course 48801 -
Law - Dulles Area Association of Realtors, Inc.
7. Grace Lee - Course 07700 - Contracts and Course 48801 -
Law - Dulles Area Association of Realtors, Inc.
8. Soo Scardina - Course 07700 - Contracts and Course 48801 -
Law - Dulles Area Association of Realtors,
Inc.
9. Christopher Law - Course 07700 - Contracts and Course 48801
Law - Dulles Area Association of
Realtors, Inc.
10. Teresa Schudel - Course 07700 - Contracts and Course 48801
Law - Dulles Area Association of Realtors,
Inc.
11. Rick Shreves - Course 07700 - Contracts and Course 48801 -
Law - Dulles Area Association of Realtors,
Inc.

There being no further business nor public comment, the meeting adjourned at 6:26 p.m.